



Baltimore District Office News

Championing America's Entrepreneurs

April 2004 Edition

SBA Baltimore District Office
10 S. Howard St., Ste. 6220
Baltimore, MD 21201
(410) 962-6195
www.sba.gov/md

SCORE, Counselors to America's Small Business

Baltimore (410) 962-2233
Chestertown (410) 348-5392
Easton (410) 822-4606
Frederick (301) 662-8723
Hagerstown (301) 739-2015
Kent Co. (410) 810-2968
Salisbury (410) 749-0144
Southern MD (410) 266-9553
www.score.org

MD Small Business Development Centers (SBDC)

Lead Center (301) 403-8300
Central MD (410) 704-5001
Eastern MD (800) 999-7232
Northern Region (866) 836-6288
Southern MD (301) 934-7583
Western MD (800) 457-7232
www.mdsbdc.umd.edu

Small Business Resource Centers

Baltimore (410) 605-0990
www.sbrcbaltimore.com

Cumberland (301) 722-2773

U.S. Export Assistance Center
(410) 962-4539

Women Entrepreneurs of Baltimore, Inc. (WEB)

(410) 727-4921 www.webinc.org

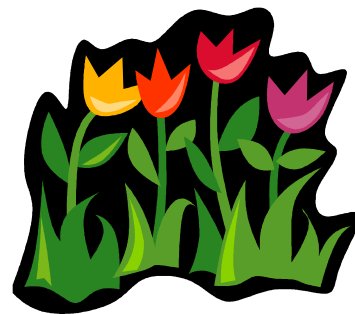
For More Information:

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.
- 1-800-U-ASK-SBA
- Fax: 202-205-7064
- E-mail: answerdesk@sba.gov
- TDD: 704-344-6640
- Your rights to regulatory fairness: 1-888-REG-FAIR
- SBA Home Page: www.sba.gov
All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.

Spring Greetings!

Spring has sprung and the SBA calendar is full! This issue highlights several upcoming events, including:

- 20th Annual MD Small Business Week Awards Breakfast (5/14/04)
- SBA EXPO '04 and National Small Business Week (5/19-21/04); and the
- Region III Business Matchmaking Event (8/17-18/04)



For a complete listing of upcoming events, visit us on the web at www.sba.gov/md and then select "Training Calendar" from the sidebar menu. Each SBA District Office has an online calendar of events; go to the main SBA website at www.sba.gov and scroll down to the map of the United States. Click on any state to see their state specific information and calendar listings.

Annual Awards Program Quickly Approaches . . .



20th Annual Maryland Small Business Week Awards Breakfast

Friday, May 14, 2004

Martin's West, Woodlawn, MD

www.mdsbmbizawards.org

7:00 a.m. Registration, Networking & Trade Show

7:45-9:30 a.m. Awards Ceremony

9:30 a.m. Post-Event Networking & Trade Show

See page two for more information . . .



20th Annual Maryland Small Business Week Awards Breakfast

Friday, May 14, 2004 * www.mdsmbizawards.org

Celebrate the achievements of Maryland entrepreneurs, meet this year's winners, hear their stories of business success and network with other small business owners and resource providers. Attendance is expected to be over 900.

For more information, visit the event website or contact Rachel Howard at 410-962-6195, ext. 319 or via email at rachel.howard@sba.gov.

2004 Award Winners

Small Business Person of the Year: Brian England, British American Auto Care, Inc.

Runner-Up: Carolyn Nelson, Belaire Limousine, Inc.

Veteran Advocate: Richard Vance & Robert Sharps, VSA Construction Services, LLC

**Richard and Bob have also won the Regional and National awards. Congratulations!*

Accountant Advocate: Robin Booth, Booth Management Consulting, LLC

Financial Services Advocate: Deborah Smith Williams, M & T Bank

Woman in Business Advocate: Patricia Hogan, MD Small Business Development Center—Northern Region

Minority Business Advocate: Tryone Lucas, Sr., Lion & Lamb Consulting, Inc.

Runner-Up: Doni Glover, DMGlobal Communications

Young Entrepreneur: Alvin Caragay, Jay's Shave Ice & Hawaiian Coffee

Entrepreneurial Success: Michael G. Horn, Palisades Marketing, LLC

Home Based Business: William Bates, Harford New Media, Inc.

Runner-Up: Zelma Young & Willie Ragsdale, Ideas & Images, Inc.

Media Advocate: Becky Mangus, *The Business Monthly*

Runner-Up: Jack McLaughlin, Harford Business Ledger

Exporter: Michael Imgarten, United Source One, Inc.

District Director's Unsung Hero :

Jim McLean, Governor's Office of Business Advocacy (GOBA),

MD Department of Business & Economic Development



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All SBA programs or co-sponsored programs are extended to the public on a nondiscriminatory basis.

Reasonable arrangements for persons with disabilities will be made if requested at least 2 weeks in advance.

Contact Rachel Howard at (410) 962-6195, Ext. 319. SBA Authorization No. 04-0373-07.



Orange County Convention Center, Orlando, Florida

Wednesday, May 19 through Friday, May 21, 2004

<http://www.sba.gov/50/expo2004.html>

Join us at the U.S. Small Business Administration's SBA Expo '04
in Orlando May 19-21.

Learn cutting-edge business practices, take advantage of
procurement opportunities and network!

CONFERENCE HIGHLIGHTS:

BUSINESS SESSIONS

Show Me the Money! Funding your growing business

- Tomorrow Is Today: Trends in small business
 - The Balancing Act: Managing your business in a dynamic economy
 - Connecting to the Government Marketplace
 - Marketing Strategies: A tool kit for surviving and thriving
- The International Marketplace: Opening the door to a world of opportunities.

BUSINESS MATCHMAKING

A unique and valuable way for small businesses to meet one on-one
with public and private organizations for procurement opportunities.

EXPO FLOOR

Up to 400 exhibitors from both the public and private sector
will be participating to provide information as well to conduct business with YOU.

Plus,

Join us for special events at Disney!



SAVE THE DATES: 7/22/04 and 8/17 & 8/18/04

U.S. Small Business Administration
& Hewlett Packard

PRESENT

Eastern Regional Business Matchmaking Event

ADAMS MARK HOTEL

City Line Avenue, Philadelphia

JULY 22nd, 2004

Training: "Prepare to Meet the Buyers"

This half day event will prepare the small business owner to meet with contracting representatives from both public and private sector organizations. Learn:

- * How to Register in CCR
- * What to bring, and
- * How to walk away with contracts*.

AUGUST 17th & 18th, 2004

"Meet the Buyers"

The Business Matchmaking program, a partnership between the SBA and Hewlett-Packard (HP), creates face-to-face meetings between small business owners and public and private sector procurement representatives in an effort to award more contracts to more small businesses. In addition to the unique meetings, over 100 representatives of major federal, state, county and city agencies along with dozens of America's leading corporations will be in Philadelphia to meet with SBA /HP registrants to discuss current and future contracting opportunities.

Contact Person: Diane Disepio at (215) 580-2756; email:diane.disepio1@sba.gov

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